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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

A study of 1982-83 beginning offers/Preliminary Report December 1982

In October, CPC found, in its Recruiting 83 survey, that employers anticipated 12 percent fewer positions for engineering graduates with bachelor's degrees in 1982-83, indicating that new engineers could be facing a more competitive market and might receive fewer offers than graduates in recent years.

Whether the data in this Preliminary Report are reflecting those projections is unclear at this early stage in the recruiting season. What is clear is that the number of offers in this report, compared with the same time last year, has dropped significantly.

As was the case in the July 1982 *Salary Survey* report, one of the groups most affected was engineering graduates. Just about every engineering discipline in the report had fewer offers. On the other hand, humanities and other social sciences, as well as several of the scientific disciplines, experienced moderate increases in the number of offers.

The similarity to the July report stops with the decline in reported offers. In July, despite the fact that the number of offers was down in many categories, starting salary averages did not suffer. In this report, however, most categories are below the starting rates reported in July. Those disciplines with gains showed increases of less than 1 percent to only 4 percent.

The number of offers at the master's level was very limited with some degrees reporting only 2 or 3 offers. Few disciplines escaped either the apparent decline in offers or the drop in starting rates evident at the bachelor's level. Although it is not unusual for a few graduate areas to lag behind the July figures at this early stage, ten program areas lost ground since July.

The Preliminary Report provides data on salary offers submitted to the College Placement Council between September 1, 1982, and December 3, 1982. Only those offers made to students graduating between September 1, 1982, and August 31, 1983, are included in this report and subsequent reports for the 1982-83 season. The 185 placement offices at the 160 participating colleges and universities reported 2,386 bachelor's offers, 281 inexperienced and 14 experienced master's offers, and 44 doctoral offers.

This report is designed to allow quick production and distribution to CPC members and *Salary Survey* subscribers. The intent is to distribute salary information as early as possible in the recruiting season. In those categories where there are few offers the data should be regarded only as an indication. Additional copies of the report can be obtained for $1.00 each.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 185 placement offices at 160 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Formal reports are issued in January, March, and July. A Preliminary Report is issued in December and a Summer Supplement in October.

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AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1982
Preliminary Report - 9/1/82 to 12/3/82

Bachelor's Degree Candidates
(Data Combined for Men and Women)

By Curriculum for All Types of Employers	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
BUSINESS									
Accounting	490	571	$1,541	$1,535	$1,545	-0.3	$1,750	$1,550	$1,330
Business-General (incl. Mgmt.)	268	384	1,461	1,380	1,477	-1.1	1,916	1,458	1,060
Marketing & Distribution	100	131	1,348	1,318	1,370	-1.6	1,666	1,363	1,000
HUMANITIES & SOCIAL SCIENCES									
Humanities	69	62	1,194	1,158	1,283	-6.9	1,700	1,166	875
Economics[1]	12	18	1,276	1,380	1,543	-17.3	*	*	*
Other Social Sciences	148	103	1,202	1,176	1,286	-6.5	1,600	1,126	900
ENGINEERING									
Aeronautical	33	34	1,908	1,842	1,973	-3.3	2,175	2,015	1,560
Chemical	79	293	2,251	2,236	2,256	-0.2	2,450	2,292	2,015
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	72	229	1,805	1,880	1,925	-6.2	2,200	1,780	1,400
Electrical (incl. Computer Engrg.)	428	523	2,054	2,000	2,064	-0.5	2,291	2,100	1,750
Geological	5	46	2,117	2,218	2,253	-6.0	*	*	*
Industrial	58	160	2,010	2,009	2,023	-0.6	2,275	2,000	1,666
Mechanical	225	577	2,047	2,059	2,098	-2.4	2,333	2,117	1,633
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	12	31	2,145	2,031	2,106	1.9	*	*	*
Mining	6	22	2,179	2,004	2,114	3.1	*	*	*
Nuclear (incl. Engrg. Physics)	6	19	2,123	1,909	2,039	4.1	*	*	*
Petroleum	17	304	2,607	2,488	2,539	2.7	*	*	*
Engineering Technology	76	118	1,962	1,846	1,958	0.2	2,200	1,997	1,500
SCIENCES									
Agricultural Sciences	39	38	1,342	1,286	1,391	-3.5	1,800	1,250	1,000
Biological Sciences	26	17	1,338	1,239	1,375	-2.7	1,800	1,269	1,000
Chemistry	13	10	1,695	1,768	1,751	-3.2	*	*	*
Computer Science	157	148	1,864	1,785	1,908	-2.3	2,150	1,900	1,583
Health (Medical) Professions	15	28	1,299	1,275	1,492	-12.9	*	*	*
Mathematics	18	28	1,601	1,693	1,777	-9.9	*	*	*
Other Physical & Earth Sciences	14	43	1,825	1,951	1,980	-7.8	*	*	*
Totals	2,386	3,937							

[1]Includes economics programs with both business and social science orientation.
*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1982
Preliminary Report - 9/1/82 to 12/3/82

Bachelor's Degree Candidates
(Data Combined for Men and Women)

Functional Area for All Types of Employers	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
Accounting/Auditing	502	577	$1,537	$1,533	$1,546	-0.6	$1,750	$1,542	$1,333
Business Administration	168	165	1,492	1,435	1,469	1.6	2,000	1,500	1,000
Communications	30	51	1,211	1,205	1,384	-12.5	1,600	1,138	875
Community & Service Orgs. Work	41	35	1,191	1,086	1,154	3.2	1,700	1,075	816
EDP-Programming/Systems	162	167	1,869	1,765	1,890	-1.1	2,150	1,912	1,583
Engineering	933	2,202	2,050	2,100	2,105	-2.6	2,350	2,100	1,667
Farm & Natural Resources Mgmt.	10	14	1,269	1,275	1,394	-9.0	*	*	*
Finance & Economics	75	95	1,361	1,439	1,546	-12.0	1,715	1,300	1,000
Health (Medical) Services	33	39	1,237	1,283	1,440	-14.1	1,500	1,200	820
Manufacturing &/or Industrial Operations	80	90	1,865	1,844	1,884	-1.0	2,220	1,950	1,300
Mathematics/Statistics	13	20	1,458	1,609	1,741	-16.3	*	*	*
Merchandising/Sales Promotion	112	178	1,278	1,225	1,277	0.1	1,625	1,208	1,000
Personnel/Employee Relations	14	22	1,340	1,312	1,402	-4.4	*	*	*
Research--Non-Scientific	11	15	1,380	1,847	1,596	-13.5	*	*	*
Research--Scientific	49	78	1,709	1,861	1,924	-11.2	2,233	1,733	1,050
Rotational Training--Non-Technical	44	38	1,307	1,277	1,328	-1.6	1,580	1,292	1,000
Rotational Training--Technical	15	36	1,605	1,927	2,001	-19.8	*	*	*
Sales--Non-Technical Degree	86	100	1,312	1,343	1,434	-8.5	1,667	1,317	950
Sales--Technical/Scientific Degree	8	15	1,782	1,743	1,922	-7.3	*	*	*
Totals	2,386	3,937							

*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1982
Preliminary Report - 9/1/82 to 12/3/82
(Data Combined for Men and Women)

Master's Degree Candidates
Inexperienced (One year or less
of full-time, non-military employment)

Graduate Program	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
BUSINESS									
Accounting	29	36	$1,882	$1,783	$1,847	1.9	$2,208	$1,800	$1,583
MBA--Non-Technical Undergraduate	75	114	1,872	1,826	2,135	-12.3	2,375	1,917	1,417
MBA--Technical Undergraduate	13	15	2,148	2,027	2,314	-7.2	*	*	*
MS-Business (incl. Management, Marketing, Finance, etc.)	18	14	2,147	2,103	2,099	2.3	*	*	*
Industrial Management (incl. Industrial Administration)	1	1	1,900	1,542	1,988	-4.4	*	*	*
Administration (incl. Public, Hospital, etc.)	21	16	1,970	1,846	1,726	14.1	2,420	2,000	1,575
HUMANITIES & SOCIAL SCIENCES									
Humanities	10	7	1,693	1,343	1,512	12.0	*	*	*
Social Sciences	24	11	1,521	1,720	1,552	-2.0	2,000	1,500	1,050
ENGINEERING									
Chemical	5	7	2,325	2,380	2,459	-5.4	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	7	6	2,180	2,037	2,249	-3.1	*	*	*
Electrical (incl. Computer Engrg.)	21	33	2,332	2,212	2,369	-1.6	2,585	2,372	2,000
Industrial	6	1	2,198	2,000	2,295	-4.2	*	*	*
Mechanical	16	30	2,351	2,254	2,332	0.8	*	*	*
Nuclear (incl. Engrg. Physics)	3	3	1,983	2,250	2,300	-13.8	*	*	*
SCIENCES									
Chemistry	3	10	2,167	1,949	1,987	9.1	*	*	*
Computer Science	16	22	2,323	2,070	2,267	2.5	*	*	*
Geology & Related Geological Sciences	10	24	2,514	2,291	2,422	3.8	*	*	*
Mathematics	2	7	1,765	2,008	2,162	-18.4	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Science & Ceramics)	1	3	2,567	2,498	2,320	10.7	*	*	*
Totals	281	360							

*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1982
Preliminary Report - 9/1/82 to 12/3/82
(Data Combined for Men and Women)

Master's Degree Candidates Experienced[1]

Graduate Program	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
Over 1 to 2 years									
MBA--Non-Technical Undergraduate	5	12	$1,933	$1,889	$2,348	-17.7	*	*	*
MBA--Technical Undergraduate	2	5	2,500	2,140	2,462	1.5	*	*	*
Over 2 to 4 years									
MBA--Non-Technical Undergraduate	2	14	1,665	2,094	2,503	-33.5	*	*	*
MBA--Technical Undergraduate	2	1	2,500	2,833	2,596	-3.7	*	*	*
Over 4 years									
MBA--Non-Technical Undergraduate	3	8	2,388	1,836	2,443	-2.3	*	*	*
MBA--Technical Undergraduate	+	1	+	1,666	2,635		*	*	*
Totals	14	41							

Doctoral Degree Candidates

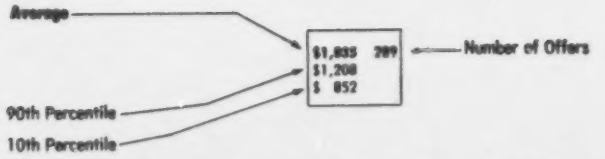
Graduate Program	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
ENGINEERING									
Chemical	2	3	$3,230	$2,920	$3,019	7.0	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	2	2,140	2,559	2,851	-24.9	*	*	*
Electrical (incl. Computer Engrg.)	13	6	3,001	2,964	3,099	-3.2	*	*	*
Mechanical	3	4	3,239	2,904	2,959	9.5	*	*	*
SCIENCES									
Chemistry	12	9	2,485	2,527	2,719	-8.6	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	1	3	2,925	1,883	2,544	15.0	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Science & Ceramics)	2	+	3,042	+	2,968	2.5	*	*	*
Physics	10	1	2,834	2,350	2,785	1.8	*	*	*
Totals	44	28							

[1]Years of previous full-time, non-military employment.
*Not computed for fewer than 20 offers.
+No offers reported.

Monthly beginning salary offers to all candidates by curriculum and employer

Preliminary Report ■ December 1982 ■ Data combined for men and women*

Diagram indicates arrangement of data in blocks.



The 90th percentile is that salary offer above which 10 percent of the offers are located. The 10th percentile is that salary offer below which 10 percent of the offers are located. Not computed for fewer than 20 offers.

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL											GOV'T ■ NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Manufacturing (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local / State	Non-Profit Org. & Educational Institutions
BACHELOR'S DEGREE																		
NON-TECHNICAL																		
Accounting	$1,546 390 $1,750 $1,375	$1,388 14	$1,436 18	$1,696 5	$1,331 3		$1,748 4	$1,768 6	$1,671 5	$1,717 2	$1,783 5	$1,672 16	$1,917 1		$1,304 2	$1,263 9	$1,411 8	$1,443 2
Business—General (incl. Mgmt.)	$1,680 11	$1,351 42 $1,800 $1,000	$1,261 64 $1,500 $1,016	$1,576 41 $1,950 $1,200	$1,330 2	$1,664 6	$1,640 10	$1,325 11	$1,709 18	$1,500 1	$1,789 4	$1,736 11	$1,455 21 $2,000 $1,000		$1,522 10	$1,538 3	$1,304 5	$1,347 8
Marketing & Distribution		$1,494 7	$1,348 44 $1,625 $ 960	$1,586 9	$1,559 2	$1,465 5	$1,690 11	$1,122 4	$1,314 7	$1,458 2		$1,458 2	$1,693 2		$1,477 5			
Humanities	$1,166 1	$1,376 8	$1,092 31 $1,333 $ 833	$1,436 2			$1,690 1	$1,438 2	$1,500 1	$1,100 2			$1,658 3		$1,364 2	$1,314 2	$1,342 4	$1,860 10
Economics		$1,838 4	$1,317 2	$1,383 1				$1,375 1				$1,660 1	$1,440 1			$1,434 2		
Other Social Sciences		$1,197 11	$1,077 47 $1,400 $ 800	$1,846 2		$1,574 4	$1,488 4	$1,334 6	$1,213 2	$1,300 1	$1,477 3	$1,600 1	$1,239 9		$1,369 4	$1,386 15	$1,163 15	$1,080 24 $1,417 $ 766
MASTER'S DEGREE — INEXPERIENCED																		
MBA—Non-Technical Undergraduate Degree	$1,798 19	$1,719 15	$1,781 8	$2,055 10	$1,750 1		$2,102 6	$1,917 3	$1,700 1				$2,133 5		$1,833 1	$1,594 3		$1,823 3
MBA—Technical Undergraduate Degree		$1,800 1	$1,999 2	$2,338 4				$2,750 1			$2,300 1	$1,375 1	$2,279 2				$1,666 1	
BACHELOR'S SUMMARY																		
Non-Technical Curricula	$1,547 402 $1,750 $1,375	$1,328 86 $1,667 $1,000	$1,208 206 $1,541 $ 900	$1,577 60 $1,950 $1,200	$1,498 7	$1,493 15	$1,372 20 $1,865 $1,300	$1,475 30 $1,833 $1,041	$1,583 33 $1,916 $1,126	$1,419 8	$1,673 12	$1,674 31 $1,833 $1,375	$1,611 37 $2,000 $1,000		$1,479 23 $1,840 $1,000	$1,363 31 $1,667 $1,083	$1,382 32 $1,700 $1,000	$1,122 44 $1,417 $ 800
Technical Curricula	$1,673 12	$1,468 6	$1,358 39 $2,200 $1,000	$2,033 511 $2,250 $1,800	$2,084 43 $2,356 $1,750	$1,888 27 $2,292 $1,383	$2,077 70 $2,350 $1,595	$2,038 60 $2,250 $1,666	$1,932 21 $2,350 $1,208	$2,164 9	$2,089 37 $2,199 $1,965	$2,299 113 $2,650 $1,950	$1,838 29 $2,250 $1,200	$2,500 1	$2,048 105 $2,758 $1,700	$1,[illegible] 172 $1,698 $1,392	$1,393 17	$1,382 27 $1,666 $1,000

*Data in black tables are for period 9/1/82 through 12/3/82

Bachelor's Degree

TECHNICAL

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL												GOV'T ■ NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local / State	Non-Profit Orgs. & Educational Institutions
Aeronautical Engineering				$1,985 27 $2,227 $1,668												$1,560 6		
Chemical Engineering			$1,500 1	$2,116 7			$2,266 25 $2,350 $2,200		$2,236 5	$2,240 2	$2,016 2	$2,391 30 $2,450 $2,285	$2,300 1		$2,173 3	$1,543 3		
Civil Engineering (incl. Construction, Sanitary, & Transportation Engrg.)				$1,952 6	$1,750 1	$1,799 11	$1,400 1		$2,083 1	$2,042 1	$1,972 6	$2,342 1	$1,934 7		$2,037 7	$1,631 21 $1,794 $1,392	$1,660 9	
Electrical Engineering (incl. Computer Engrg.)			$2,144 4	$2,118 243 $2,285 $1,958	$1,937 8	$2,300 1	$2,123 6	$2,138 27 $2,275 $2,000		$2,212 3	$2,173 7	$2,248 9	$2,166 3		$2,140 40 $2,396 $1,950	$1,723 76 $1,975 $1,448	$1,898 1	
Geological Engineering						$1,950 1						$2,158 4						
Industrial Engineering	$1,675 5		$2,200 1	$2,023 19	$2,224 6		$2,125 6	$2,189 2	$2,194 6			$2,650 1		$2,500 1	$2,150 1	$1,679 9	$1,667 1	
Mechanical Engineering			$2,125 1	$2,095 52 $2,280 $1,958	$2,153 24 $2,350 $1,900	$2,222 5	$2,215 13	$1,940 11	$2,300 2	$2,159 2	$2,093 16	$2,268 22 $2,650 $2,050	$1,982 6		$2,137 36 $2,250 $1,898	$1,586 35 $1,798 $1,392		
Metallurgical Engineering (incl. Metallurgy & Ceramic Engrg.)				$2,013 6	$2,356 1						$2,119 4	$2,253 1						
Mining Engineering						$2,000 1					$2,075 1	$2,238 4						
Nuclear Engineering (incl. Engrg. Physics)								$2,292 1							$2,167 4	$1,777 1		
Petroleum Engineering											$2,100 1	$2,633 16						
Engineering Technology			$1,667 3	$2,012 52 $2,200 $1,825	$1,900 1	$1,731 6		$1,978 6	$1,917 1	$2,000 1		$2,273 2				$1,918 2	$1,834 2	
Agricultural Sciences		$1,175 2	$1,398 14		$1,420 1		$1,230 5	$1,666 1	$1,271 6			$1,667 3	$1,250 1			$1,669 2	$1,505 1	$1,222 3
Biological Sciences			$1,227 5	$1,734 2			$1,767 3						$1,150 3		$1,275 8	$1,500 1		$1,186 4
Chemistry				$1,750 1			$1,927 6					$1,750 1	$1,867 2					$1,879 3
Computer Science	$1,686 6	$1,688 3	$1,632 9	$1,930 89 $2,142 $1,667	$1,666 1	$1,725 2	$2,131 4	$1,843 10				$1,958 15	$1,947 3		$1,823 5	$1,643 5	$1,238 1	$1,565 4
Health (Medical) Professions							$1,600 1									$1,417 2	$1,300 1	$1,260 11
Mathematics	$1,583 1	$1,400 1		$2,020 4				$2,092 2							$1,583 1	$1,310 8		$1,300 1
Other Physical & Earth Sciences			$1,250 1	$1,994 3								$2,449 4	$1,597 3			$1,379 1	$ 850 1	$1,300 1